

Innovative Manufacturer Adopts Mobile File Management for Secure Remote Access

Bedford Industries uses Acronis Files Advanced to increase accessibility, ensure security, and close more deals

BUSINESS CHALLENGES

According to noted research firm, Gartner, 40 percent of organizations already support employee-used mobile devices, a trend which Gartner expects will continue to grow well into the foreseeable future. As exciting and beneficial as mobile devices can be in the workplace, they also present significant challenges when it comes to the security of critical corporate files. As Gartner notes, with more companies planning on offering these employee-owned device programs, there comes a need for simple and secure software options to safeguard intellectual property, without overwhelming IT staff.

Bedford Industries is one such company that supports devices such as iPads and iPhones used by its mobile sales and marketing employees. The company is an innovative manufacturer that has been developing packaging solutions for more than 45 years. Its first product, a wire twist tie, was created in the founder's garage. Since then, the family-owned company has forged ahead with innovation as its primary point of focus, expanding into a variety of different identification tag and packaging closure solutions. With a long history of using an in-the-field sales approach, led by regional managers and appearances at trade shows, Bedford Industries has a proven, successful business process for driving, cultivating, and closing new business. Still, in today's increasingly mobile world, the company wanted to begin issuing tablets to its frequent travelers. However, there was no way to be sure that private company files and documents would be kept secure while being transferred from company servers to the devices.

INDUSTRY

Construction

KEY CHALLENGES

- Bedford Industries wanted to implement tablets into its business practice, but required a secure way to ensure the integrity of critical corporate files.

ENVIRONMENT

- 30 iPads distributed to different departments across the organization

KEY BENEFITS

- Secure access to corporate file servers allowed for easy access to files on remote devices in the field
- Because of Acronis, the implementation of tablets at Bedford Industries has improved efficiency, helped to close deals, and increased sales

In the past, Bedfore Industries' sales reps would travel with a laptop. While not a huge inconvenience, the advent of tablet computers, particularly the iPad, has meant that these reps could travel lighter and at the same time use the tablet for planned, or even impromptu, presentations. The downside to the introduction of the tablets was that, in order to access files housed on company servers, the sales reps would either have to email the files to themselves or place them in unsecured third-party consumer syncing applications that had no management capabilities for their IT staff.

"We were already looking at how we could incorporate tablets into our company," said Royce Boehrs, Network/Security Administrator. "The problem we found was that, at the time, there wasn't anything that would give us the control and the security options for accessing our servers that our IT team needed in order to make the leap. We knew, though, that if we addressed those issues, we could give our folks in the field access to files they might need to close business and perform better account management at any given time." Boehrs had past experience with Acronis tools, so he was already familiar with the company, its products, and its superior customer service.

THE ACRONIS SOLUTION

After hearing and reading about Acronis Files Advances, Boehrs downloaded a free trial. "Acronis' products have always been easy to install and they really eliminate the stress and headaches that come with managing multiple users, devices, and operating systems," noted Boehrs. "Based on my prior experience with GroupLogic (acquired by Acronis in 2013), when I heard about Acronis Files Advanced, I jumped at the chance to try it."

"Once we saw that Acronis Files Advanced would allow our employees to access our servers securely and easily retrieve files, it gave us the confidence we needed to issue iPads, knowing they would bring great value to our people." Bedford Industries' IT department originally issued just two iPads. Due to employee demand, they've now issued 30 and counting. Employees from many departments have given iPads and Acronis Files Advanced access, including sales, marketing, the management team, graphic arts, IT, and engineering.

"It's amazing how far we've come in such a short amount of time with the iPads," said Boehrs. "It seems every day we're finding another use for them, and our salespeople are thrilled because it has truly helped them close more business. For example, one of our regional sales managers was at dinner with a client, talking about a newer product. Instead

of having to wait and email more information the next day, the manager used Files Advanced to quickly get on our server and show a video in real-time, securing the sale. Before Acronis, that never would have been possible."



ABOUT ACRONIS

Acronis sets the standard for [cyber protection](#) and [hybrid cloud storage](#) through its innovative [backup](#), [anti-ransomware](#), [disaster recovery](#), [storage](#), and [enterprise file sync and share solutions](#). Enhanced by [AI-based Active Protection technology](#), [blockchain-based authentication](#) and a unique [hybrid-cloud architecture](#), Acronis protects all data in any environment, including physical, virtual, cloud, mobile workloads and applications.

[Founded in Singapore in 2003](#), today the company is trusted by more than 5 million consumers and 500,000 businesses worldwide, including [79 of the top 100 most valuable brands](#).